



***Requirements***

***DLS SB Industry Day***

***28 Jul 2004***

**One Air Force...One Network...One IT Business S**



# ***Agenda for Requirements***

- **SMC Scope**
- **Requirements  
Review/Discussion**
- **Strategy**
- **Schedule**



# ***Scope***

## **Desktop/Laptop/Servers Supplier Market Category (DLS SMC)**

### **Includes:**

- **All Non-ruggedized Desktop, Laptops, Tablets, Client Computing Devices, Departmental Servers, Additional Storage For Existing SANs,**
- **Associated Peripherals, Replacement Parts, And Associated Services And Accessories From GSA FSS**



# ***Requirements***

**Asset Tracking**

**Installation**

**Image Management**

**Disposition**

**Data on Demand for Spend Analysis**

**Warranty Support (3 Year WW)**

**Delayed/Staggered Shipping Capability**

**Proposal Response Times (<5 days)**

**AFWAY**





# ***Requirements***

**CAC Card Compatible**

**Participate in Planning/Roadmaps with AF**

**Product Stability**

- **Stable Image Platform Program (SIPP), Wired for Management (WfM) and Desktop Management Interface (DMI)**
- **Microsoft Certifications**

**Financial Stability**



# ***Requirements***

## **Asset Tracking**

- **Current: We will accept current commercial practice**
- **Future: AF standard asset tags (format TBD)**

**Discussion: RFID**



# ***Requirements***

## **Installation**

- **Current: We will accept current commercial practice for installation services and pre-support**

**Discussion: Some users require installation services and pre-support helpdesk services**



# ***Requirements***

## **Image Management**

- **Current: Create and Manage Images for each user group**
- **Future: Standardization (fewer total images to manage)**

**Discussion: Microsoft Enterprise License Agreement; AF Desktop Management Office**





# ***Requirements***

## **Disposition**

- **Current: We will accept current commercial practice**
- **Future: Standardized and simplified AF disposal process**

**Discussion: Disposal Service;  
Trade-In or Rebates**



# ***Requirements***

## **Access to “Data on Demand”**

- **Current: Access to contractor data for spend analysis, reliability data, warranty and services. DOSR/CCR reporting**

**Discussion: Contractor Data Format; Availability (what, when, how?)**



# ***Requirements***

## **Warranty Support**

- **Current Requirement**

- **World Wide, On-site (desktops), Mail-in (laptops)**
- **3 Years Standard**
- **24/7/365 Help Desk Support Availability**

**Discussion: Air Force goal - refresh all desktop computers on 4-year replacement cycles**



# ***Requirements***

## **Staggered Shipping**

- **Current: QEB process requires staggered shipping/delayed delivery availability**

**Discussion: Warehouse Capacity; Production Capacity**





# ***Requirements***

## **Proposal Response Times**

- **Current: < 5 days proposal/bids response needed at times with QEB**

**Discussion: Spot bids during narrow QEB buying window**



# ***Requirements***

## **AFWAY**

- **Current: Accept and Process orders through AFWAY; Product visibility in AFWAY**

**Discussion: All orders will be processed through AFWAY. Continuing effort to streamline the AFWAY tool and process**



# ***Requirements***

## **CAC Card Readers**

- **Current: Mandated Security Requirement for CAC Card Readers**

**Discussion: Bio-metric and Other Future Security Solutions**





# ***Requirements***

## **Partnership With Industry**

- **Current Requirements:**

- **AFITC (Attend & Participate)**
- **Promote Government Buying Standards**
- **Participate In Road Mapping/Planning Activities With Air Force**

**Discussion: Air Force Looking For Vendors Who Will Participate In Future IT Planning/Road Mapping; Actively Promote Government Buying Standards Through These BPAs**





# ***Requirements***

## **Product Stability**

- **Current: Microsoft/Intel Relationships**
  - **SIPP - Stable Image Platform Program**
  - **WfM - Wired for Management**
  - **DMI - Desktop Management Interface**

## **Discussion: Architecture and Enterprise Management**



# ***Follow-On Requirements Discussion***

## **Financial Stability**

- **Current Requirements:**
  - **Financial Stability**
  - **Credit Capacity**
  - **Balance Sheet**
- **Cost Indexing Tool**
- **Small Business Utilization/ Teaming  
with Large Business**



# ***Agenda for Requirements***

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# ***Strategy***

- **7 Blanket Purchase Agreements (3 Separate Acquisition Efforts)**
  - **4 Large Business Direct BPAs**
  - **2 Small Business Reseller BPAs**
  - **1 Small Business OEM BPA**
- **Length 5 Years (Reviewed Annually)**





# ***Strategy***

- **OEM Optional Pricing Workbook**
  - **One Desktop And One Laptop Minimum**
- **Reseller Pricing Workbook**
  - **All Six Configurations**



# ***Strategy***

- **What If I Qualify In Both Reseller And OEM Categories?**
  - **Submit Two Proposals**
  - **Clearly Identify Category In Proposal (OEM Or Reseller)**



# ***Small Business Reseller Schedule***

<b>EVENT</b>	<b>DATE</b>
<b>Release Synopsis</b>	
<b>Release BPA Invite Letters (HERBB)</b>	<b>26 Jul 04</b>
<b>Industry Day</b>	<b>28 Jul 04</b>
<b>Last Day to Submit Questions</b>	<b>2 Aug 04</b>
<b>Receive Past Performance</b>	<b>12 Aug 04</b>
<b>Receive Vendor Responses</b>	<b>17 Aug 04</b>
<b>Complete Evaluation</b>	<b>10 Sep 04</b>
<b>Issue Agreements</b>	<b>16 Sep 04</b>



# ***Small Business OEM Schedule***

<b>EVENT</b>	<b>DATE</b>
<b>Release Synopsis</b>	
<b>Release BPA Invite Letters (HERBB)</b>	<b>26 Jul 04</b>
<b>Industry Day</b>	<b>28 Jul 04</b>
<b>Last Day to Submit Questions</b>	<b>2 Aug 04</b>
<b>Receive Past Performance</b>	<b>12 Aug 04</b>
<b>Receive Vendor Responses</b>	<b>24 Aug 04</b>
<b>Complete Evaluation</b>	<b>17 Sep 04</b>
<b>Issue Agreements</b>	<b>23 Sep 04</b>





# ***BACKUPS***



# 4QFY04 Mainstream Desktop Configuration

## Mainstream Desktop Configuration (Small Form Factor)

CPU:	3.0 GHz (Pentium 4), 800 MHz FSB, 1MB L2 Cache
Chipset:	865G
Memory:	512 MB (DDR)
Operating System:	i-TRM Mainstream Microsoft Operating System
Hard Drive:	80 GB (7200 RPM)
Optical Drive:	48X/24X/48X CD-RW/DVD Combo
Video:	Integrated 32 MB Intel Extreme AGP
Audio:	Integrated 16-bit Sound Blaster compatible
Network Support:	10/100/1000 NIC
Ports:	1 RS232D Serial, 1 Parallel, 4 USB 2.0 (2 front, 2 back)
Keyboard:	104-Key Enhanced keyboard with approved CAC reader
Mouse:	2-button MS-compatible optical scrolling mouse (PS2 or USB)
Warranty:	3 Year
Form Factor:	Small Form Factor





# ***2QFY04 Expandable Mini-Tower Configuration***

## **Mini-Tower Configuration**

CPU:	3.0 GHz (Pentium 4); 800 MHz FSB, 1MB L2
Chipset:	865G
Memory:	512 MB (DDR)
Operating System:	i-TRM Mainstream Microsoft Opera System
Hard Drive:	80 GB (7200 RPM)
Optical Drive:	48X/24X/48X CD-RW/DVD Combo
Video:	Integrated 32 MB Intel Extreme AGP
Audio:	Integrated 16-bit Sound Blaster compatible
Network Support:	10/100/1000 NIC
Ports:	1 RS232D Serial, 1 Parallel, 4 USB 2.0 (2 front, 2 back)
Keyboard:	104-Key Enhanced keyboard with approved
CAC reader	
Mouse:	2-button MS-compatible optical scrolling mouse (PS2 or USB)
Warranty:	3 Year
Form Factor:	Mini-Tower





# 2QFY04 Mainstream Notebook/Laptop Specification

## Mainstream Notebook/Laptop

CPU:	1.7 GHz (Pentium M)
Weight:	7lbs or less
Chipset:	855
Memory:	512 MB (DDR)
Operating System:	i-TRM Mainstream Microsoft
Operating System	
Hard Drive:	40 GB (5400 RPM)
Removable:	DVD, CD-RW (May be combo)
Video:	Integrated 32 MB AGP
Monitor:	14.1" XGA Active Matrix (TFT)
Audio:	Integrated 16-bit Sound Blaster compatible
Network Support:	10/100 Base-T NIC
Wireless:	802.11g
Modem:	56K/v.92
Ports:	1 RS232D Serial, 1 Parallel, 2 USB 2.0
Mouse:	(Not included in base system—see
upgrades/options)	
PCMCIA Slots:	2 Type II or 1 Type III slot
CAC Card Reader:	(Not included in baseline
configuration) <sup>1</sup>	
Warranty:	3 Year







# ***2QFY04 Lightweight Notebook/Laptop***

## **Lightweight Notebook/Laptop**

CPU: 1.7 GHz (Pentium M)  
Weight: 4.7lbs or less  
Chipset: 855  
Memory: 512 MB (DDR)  
Operating System: i-TRM Mainstream Microsoft Operating System  
Hard Drive: 40 GB (5400 RPM)  
Optical Drive(s): DVD, CD-RW (May be combo)  
Video: Integrated 32 MB AGP  
Monitor: 12.1" XGA Active Matrix (TFT)  
Audio: Integrated 16-bit Sound Blaster compatible  
Network Support: 10/100 Base-T NIC  
Wireless: 802.11g  
Modem: 56K/v.92  
Ports: 1 RS232D Serial, 1 Parallel, 1 USB 2.0  
Mouse: (Not included in baseline configuration--see upgrades/options)  
PCMCIA Slots: 1 Type II  
CAC Card Reader: (Not included in baseline configuration) <sup>1</sup>  
Warranty: 3 Year

